

Message Text

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PAGE 01 BERN 01733 251049Z

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 XMB-04 /024 W

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R 250856Z APR 75

FM AMEMBASSY BERN

TO USDOC WASHDC

AMCONSUL ISTANBUL

INFO SECSTATE WASHDC 608

AMEMBASSY ANKARA

UNCLAS BERN 1733

USDOC FOR OED/MAJOR EXPORT PROJECTS DIV. AND

FOREIGN BUYERS STAFF, EXIMBANK WASHDC

E.O. 11652: N/A

TAGS: BTIO, SZ, TU

SUBJECT: MAJOR EXPORT PROJECT: EQUIPEMENT RIVKINE SA, GENEVA

REF: BERN 0431; BERN 1734

1. JACQUES RIVKINE, PRESIDENT, EQUIPEMENTS RIVKINE SA, 8B
RUE BAYLON, 1227 CAROUGE GENEVA, SWITZERLAND, TEL. 022/43 52 60,
TELEX: 27 741, HAS REQUESTED EMBASSY AND USDOC ASSISTANCE IN
ALERTING U.S. MANUFACTURERS TO PLANT CONSTRUCTION PROJECT
IN TURKEY FOR PRODUCTION AND/OR ASSEMBLY OF 65HP FARM
TRACTORS. RIVKINE IS ASSOCIATED ON THIS PROJECT WITH MR.
AYHAN SAHENK, ISTANBUL, TURKISH FINANCER AND BUSINESSMAN,
WHO IS GENERAL MANAGER OF DOGUS CORPORATION AND TRADING
CO. LTD. DOGUS REPORTEDLY IS A HOLDING COMPANY WITH
WHICH SEVERAL COMPANIES HEADED BY SAHENK ARE RELATED.
ANOTHER TURKISH AFFILIATE IS GIVEN AS THE YAPI VE KREDI
BANK. RIVKINE GIVES THE EXIMBANK WASHDC, CATERPILLAR,
AND TERREX AS REFERENCES FOR DOGUS AND SAHENK.

2. RIVKINE IS PLANNING TRIP TO TURKEY SOON TO DISCUSS PROJECT
IN FURTHER DETAIL. HE HAS BEEN PROVIDED DIRECTORY ADDRESS
MATERIAL BY EMBASSY AND IS WORKING WITH TRADE CONTACTS
ESTABLISHED DURING HIS RECENT TRIP TO U.S. AND VISIT TO
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PAGE 02 BERN 01733 251049Z

CONEXPO CONSTRUCTION MACHINERY FAIR 2/75 (SEE BERN 0431).

IN FIRST EXPLORATORY PHASE, RIVKINE REQUIRES NAMES AND ADDRESSES OF U.S. COMPANIES BASICALLY INTERESTED IN SUBJECT TRACTOR PRODUCTION AND/OR ASSEMBLY PROJECT IN TURKEY.

3. FOR OED/FOREIGN BUYERS STAFF: RIVKINE IS ENTHUSIASTIC ABOUT CONTACTS MADE AT CONEXPO. IN ADDITION TO PROJECT ABOVE, HE CLAIMS HE WILL SOON PLACE ORDERS WITH U.S. POWER GENERATOR MANUFACTURERS VALUED DOLS. 1.5 MILLION.

4. ACTION REQUESTED: A) BY ISTANBUL: PLEASE ADVISE USDOC/OED RE STANDING OF SAHENK AND DOGUS. B) BY USDOC/OED: IF ISTANBUL AND EXIMBANK CONFIRM STANDING OF SAHENK AND DOGUS, ALERT US FIRMS POTENTIALLY INTERESTED IN SUBJECT PROJECT.

5. WTDR ON EQUIPEMENTS RIVKINE 12/74 (BERN 4154).

6. PLEASE ADVISE BERN DEGREE OF INTEREST EXPRESSED BY U.S. FIRMS.
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Message Attributes

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